

# Leading by Example Council and DCAMM Accelerated Energy Program Meeting

January 12, 2016

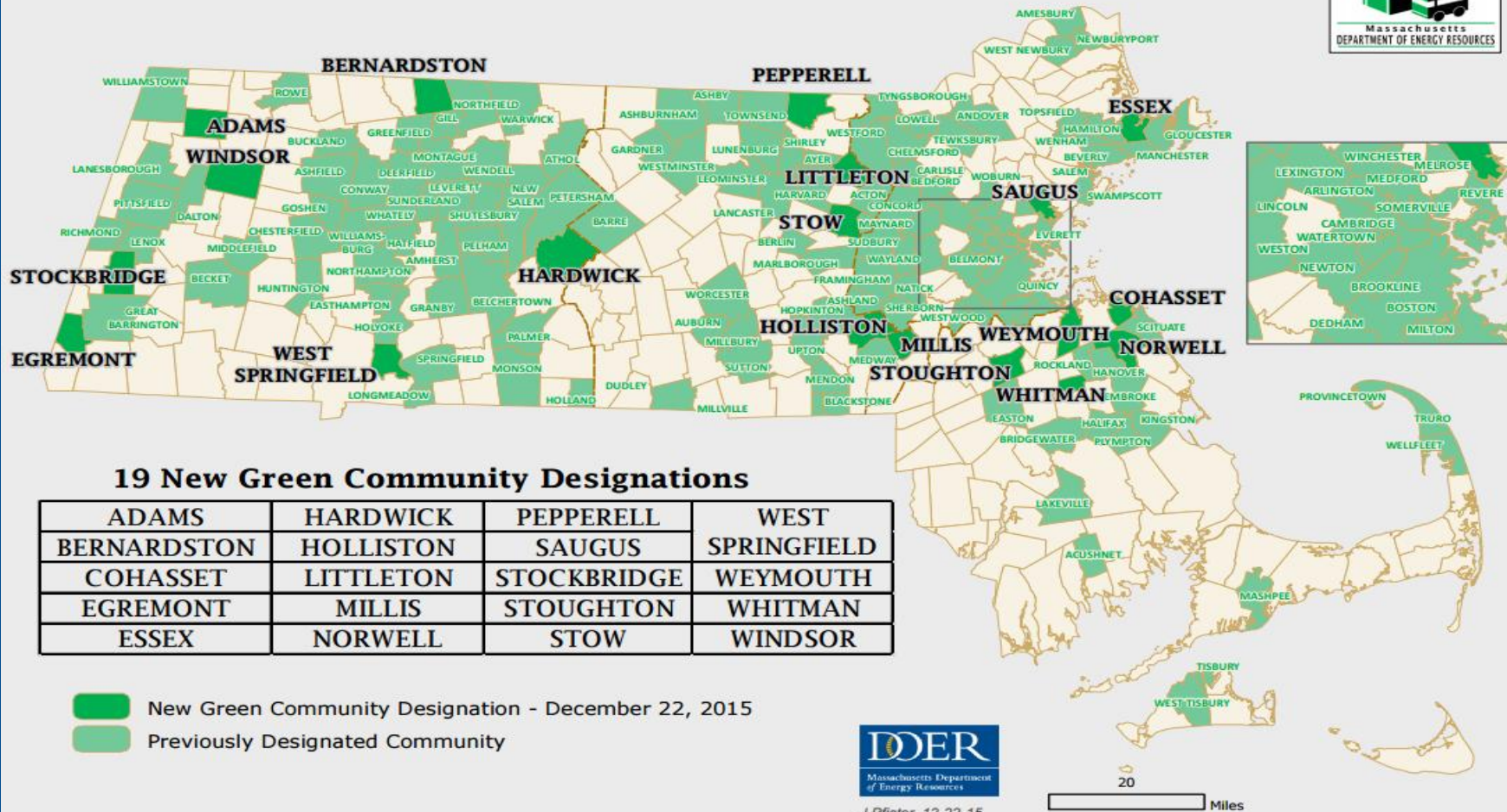
# Agenda

- Welcome and Introductions
- MA Policy Updates
- DCAMM AEP Updates
- Statewide Contract PRF62
- Zero-Emission Landscaping Equipment
- LBE Updates
- Upcoming Events
- Roxbury Community College Energy Project

# New Green Communities Designated

- 19 new communities designated, now totals 155
- 54% of the Commonwealth's population

## GREEN COMMUNITY DESIGNATIONS REACH ONE HUNDRED FIFTY-FIVE



# Staffing Updates

## **New DOER Deputy Commissioner for Energy Policy, Planning, and Analysis**

- Joanne Morin, started December
- LBE now sits within DOER Policy and Planning Group

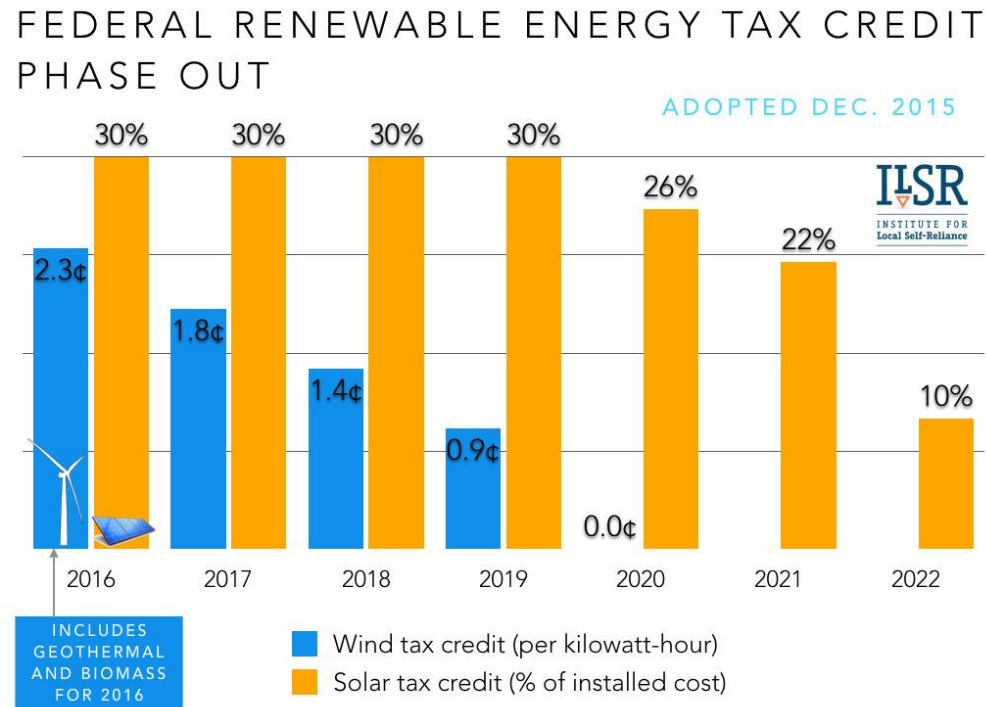


## **DOER Director of Emerging Technology Job Posting**

- Will lead DOER policy efforts and programs related to energy storage, clean energy resiliency, electric and alternative transportation fuels and infrastructure

# Energy Investment Tax Credit (ITC) Extension

- Federal tax credit extended for clean energy technologies:
  - Solar: 30% through 2019, 10% in 2022
  - Wind: \$0.023/kWh through 2016, expires 2020
  - Geothermal, marine, small hydro: 30% through 2016



Source: [US Dept. of Energy, 2016](#)



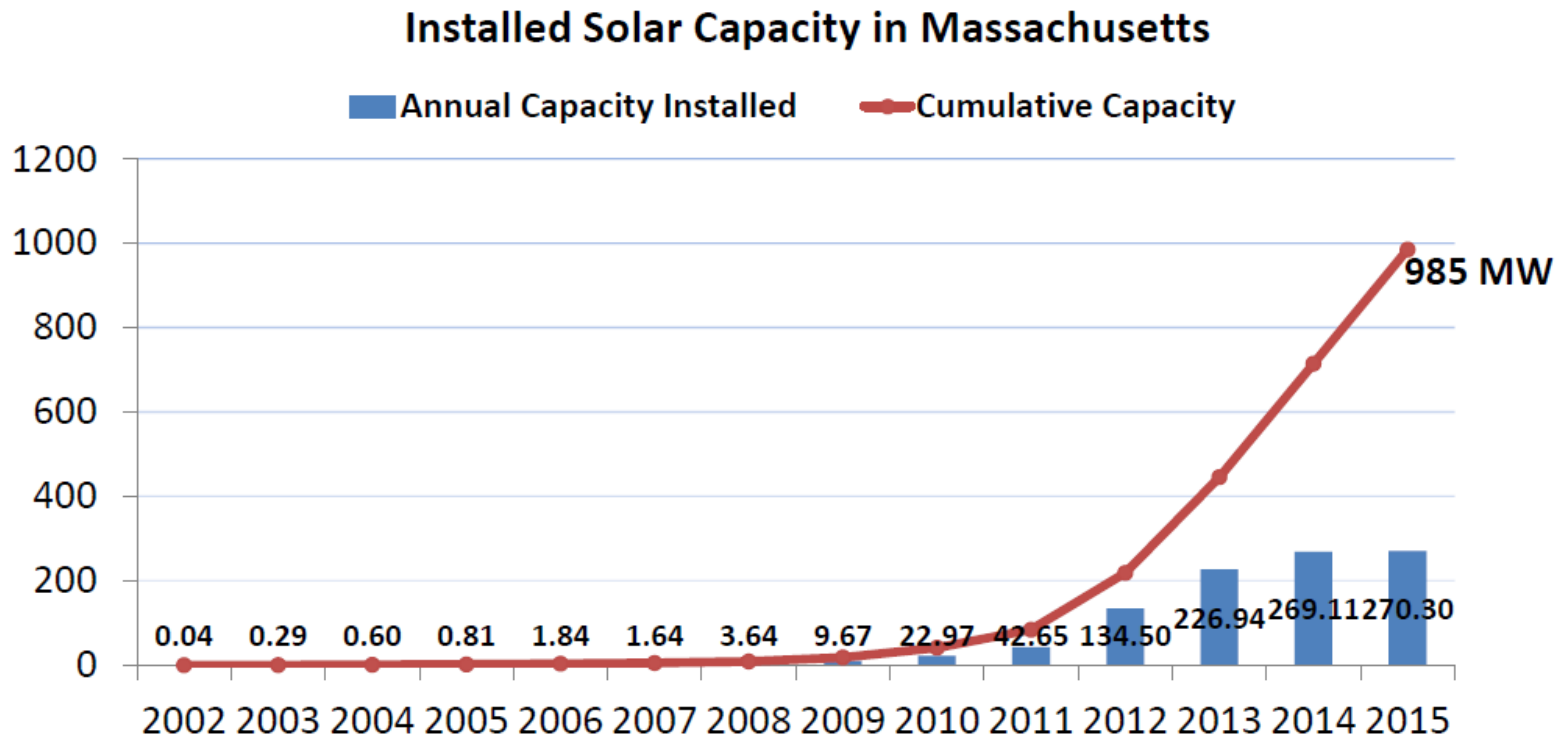
# Energy Legislative and Regulatory Updates

Issues potentially to be addressed this spring:

- Net metering caps
- Net metering credit structure and values
- Solar Incentive structure and amounts
- Long-term procurement of large scale renewable, including hydropower & off-shore wind
- APS draft regulations for renewable thermal
- DOER energy storage study completed in March

Possible omnibus energy legislation

# Solar Updates: Statewide Progress

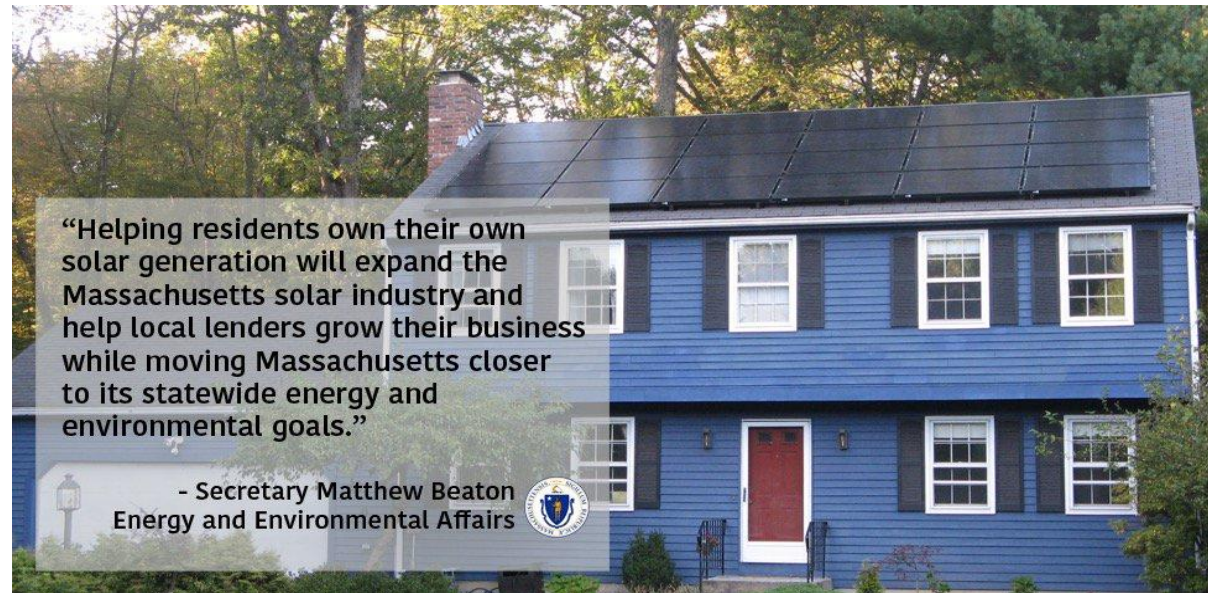


Massachusetts has an aggressive target of 1600 MW of solar power installed for 2020. The above figures represent the cumulative amount installed as of November 2015, in 35,937 projects.

Expect to hit 1 GW Shortly

# Solar Updates: Residential Solar Loan Program

- \$30 million program launched in December
- Will support MA lenders in providing low-interest and fixed-term loans between \$3,000-\$60,000
- Project approx. \$100 million in savings
- Support local installers and increase net benefit to homeowners



[Masssolarloan.com](http://Masssolarloan.com)

**MASS**  
**Solar Loan**  
[www.MassSolarLoan.com](http://www.MassSolarLoan.com)

**DOER**  
Massachusetts Department  
of Energy Resources



# Solar Updates: PV Inspections Contract FAC91

- New Statewide Contract to procure two levels of Solar PV inspections
  - Annual visual inspections
  - Comprehensive inspections
- Two approved vendors, pre-negotiated pricing for various system sizes
- Vendors may perform minor repairs under \$10,000
- Search “FAC91” on COMMBUYS or contact [James Freeley](#) (DCAMM) for more information

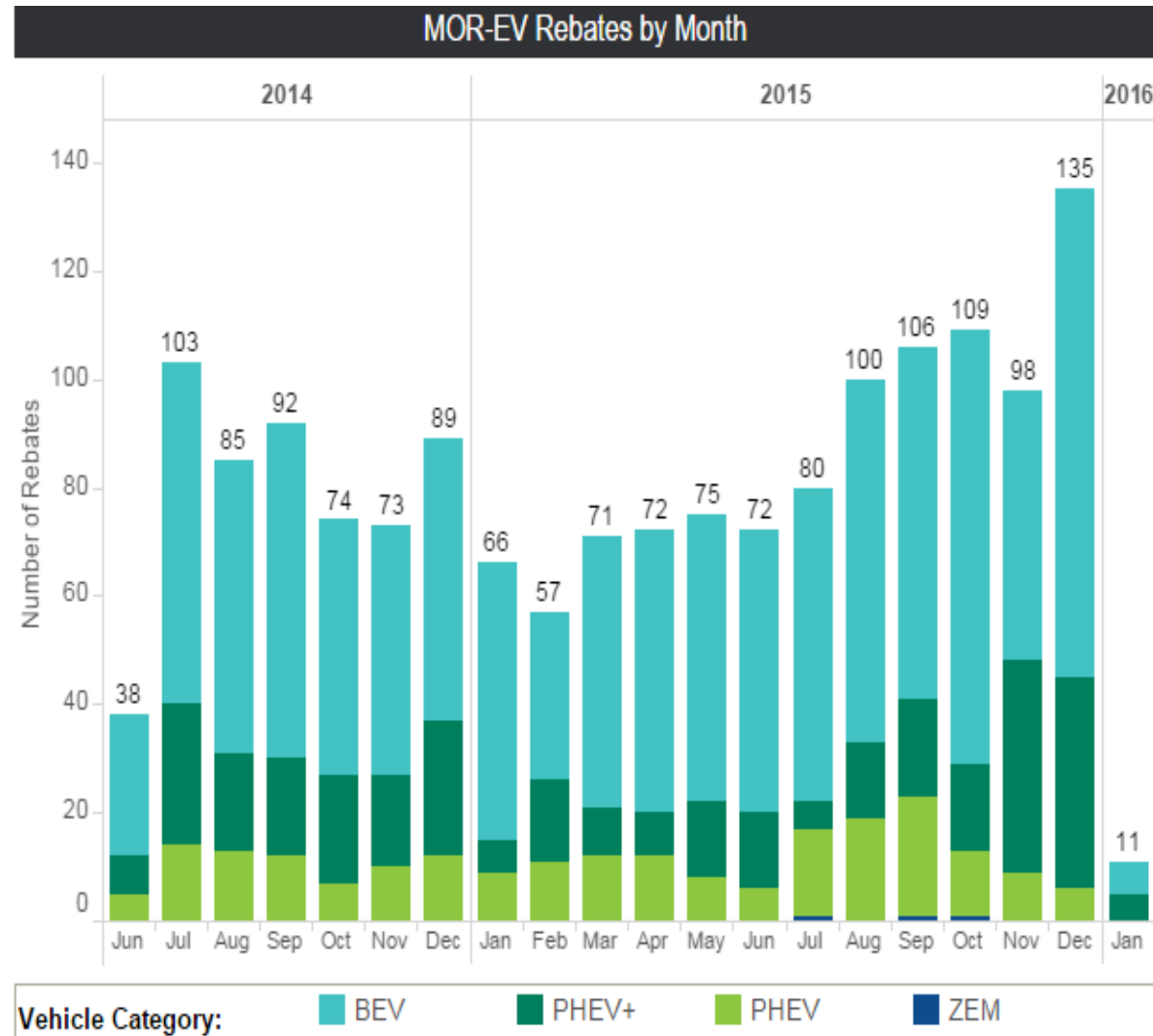
# Electric Vehicle Rebate Program



## MOR-EV

Massachusetts Offers Rebates  
for Electric Vehicles

- 1,606 rebates and \$3.7M in rebates issued or reserved
- Battery Electric Vehicles most common
- Applications still being accepted



(As of 1/4/16)

# Environmentally Preferable Winter Products

## Snow and Ice Melt Products

- EPA Safer Choice registered melt products available on FAC76 (Cat. 7) and FAC85 (Cat. 7)
- Use less or no sodium chloride (salt) and restrict soil and water contaminating chemicals

## Antifreeze

- 100% recycled product available on SWC VEH96

## Heating Oil

- B5 Bio-heating oil with 5% bio-fuel from raw materials (e.g. vegetable oils) on SWC ENE34 (No. 2 Heating Oil)

# RecyclingWorks Food Donation Information

- New [Food Donation Guidance](#) posted online
- Established after 3 MA stakeholder meetings
- Food storage needs chart
- List of resources, documents, laws, and donation organizations



[recyclingworksma.com/donate/](https://recyclingworksma.com/donate/)



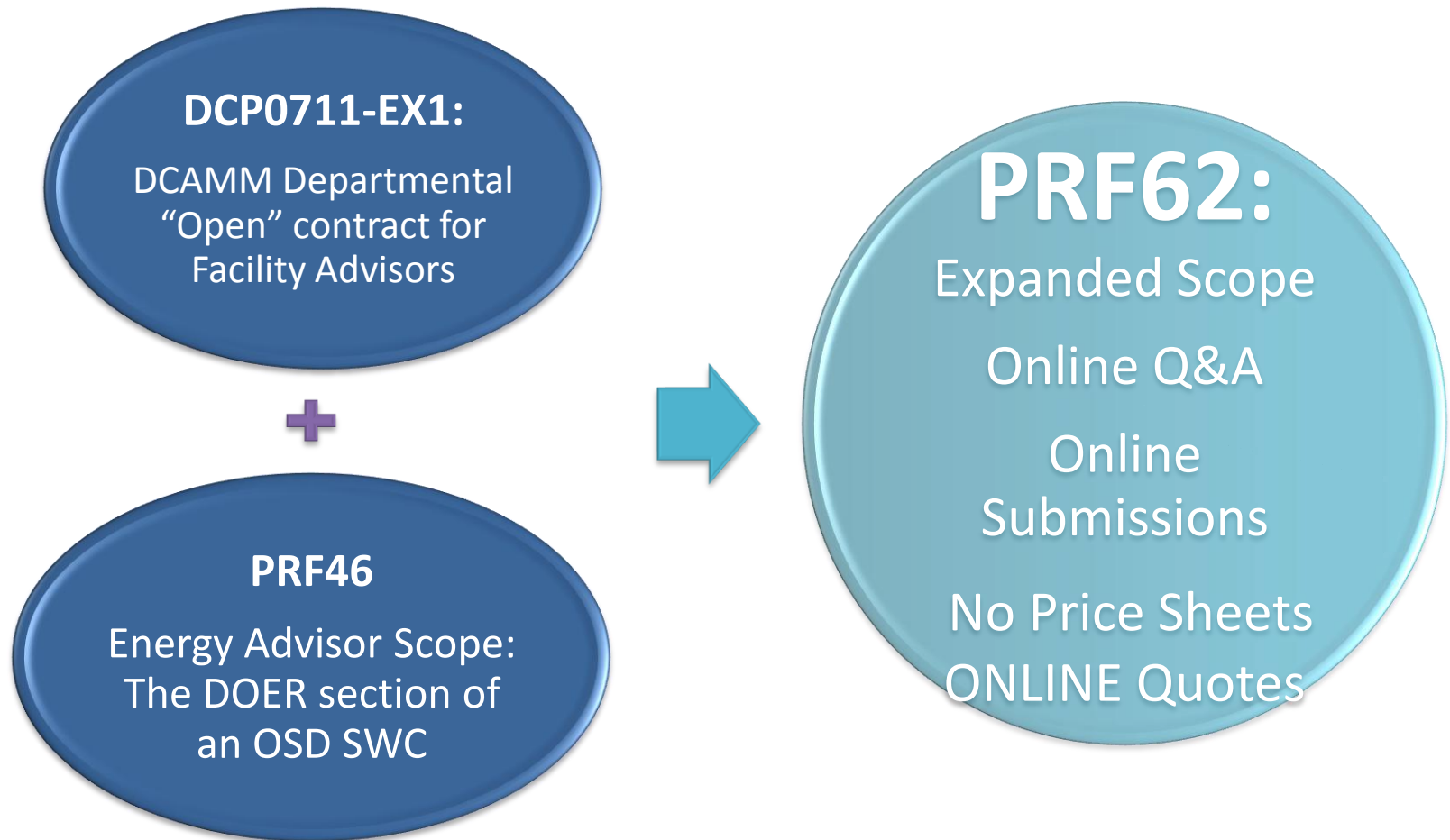
# DCAMM AEP Updates



## New Energy Consultant Statewide Contract

# PRF62 Energy Consulting Services Designated DOER SWC

Replaces and combines two existing contracts:



# PRF62 Energy Consulting Services Designated DOER SWC

PRF62designatedDOER Strategic Sourcing Team:  
Staff from DOER, DCAMM, & OSD

7 Service  
Categories

Quantified Scoring of  
Bidder Submissions

Post-Scoring Statistical Analysis

Full Score

Bin Frequency

Service Category Only

Bin Frequency

Bin	Frequency
0	3
7	0
14	9
21	8
29	3
36	25
43	6
More	5



PRF62 RFR Energy Consulting Services Designated DOER SWC  
EVALUATION WORKSHEET FINAL

SERVICE CATEGORY NUMBER:

Name of Bidder: ADI Energy

Vendor ID: 231735

Name of PRF62 RFR Reviewer:

### SECTION 3: SERVICE CATEGORY REQUIREMENTS - SCORED BY CATEGORY

#### 5. SERVICE CATEGORY REQUIREMENTS (Total Maximum 50 points per Service Category)

Reviewers will complete a separate "SERVICE CATEGORY REQUIREMENTS" score for each service category for which the Bidder has applied by reviewing the Bidders' internal and external expertise, experience, and capacity for the specific Service Category qualifications as outlined in the RFR.

A mark of "Poor/Non-Responsive", to any question below, automatically disqualifies the bidder for this category.

1. Expertise: Bidder described its specialized services and provided detailed information on their expertise and core competencies in this Service Category. (Max of 15 Points)

Excellent ☐ (15) Very Good ☐ (10) Good ☐ (6) Fair ☐ (2) Poor ☐ (0)

2. Experience & Capacity: Bidder included description of recent projects demonstrating capacity and experience in this Service Category. (Max of 15 Points)

Excellent ☐ (15) Very Good ☐ (10) Good ☐ (6) Fair ☐ (2) Poor ☐ (0)

3. Required and Preferred Bidder Qualifications: Bidder included meeting the Required Bidder Qualifications for this Service Category the RFR along with any Preferred Qualifications. (Max of 20 Points)

Excellent ☐ (20) Very Good ☐ (15) Good ☐ (8) Fair ☐ (4) Poor ☐ (0)

Comments:

Service Category Number:

Service Category Score:

Confidential

12/10/2015

THE COMMONWEALTH OF MASSACHUSETTS  
EXECUTIVE OFFICE OF ENERGY AND  
ENVIRONMENTAL AFFAIRS

DEPARTMENT OF ENERGY RESOURCES

100 CAMBRIDGE STREET, BOSTON, MA 02114



Request for Response (RFR)

Document Title: PRF62 Energy Consulting Services Designated DOER SWC

Agency Document Number: PRF62  
Bid#: BD-16-1041-ENE01-00000005216

UNSPSC CODES:  
321500, 721000, 721200, 721300, 771000, 801000,  
810000, 830000

August 27, 2015

Document Sensitivity Level: High during development; Low once published.  
Revised 10/1/2013

## PRF62 Service Categories and Scope Overview

1. Energy Research and Analysis Services

2. Clean Energy Systems and Technology Analysis and Research

3. Energy Programs Stakeholder Engagement Services

4. Energy Project Advisory & Consulting Services

5. Existing Building Commissioning

6. Facility Maintenance and Operations Advisory Services

7. High Performance Buildings Advisory Services

**75**

Bidders

**250-word descriptions provided for each vendor in each service category**

### Energy Research and Analysis Services

- Energy Policy and Program Research & Analysis
- Energy Regulation Research & Design Services
- Energy Markets Forecasting & Analysis
- Utility Efficiency Program Design & Implementation
- Financial Analysis
- Staffing Research & Analysis
- Capital Investment & Maintenance Planning/Life Cycle Cost Analysis
- Energy Related Data Collection & Analysis Services

**42**

Companies  
Provisionally  
Awarded

## Service Category 2

### Clean Energy Systems and Technology Analysis and Research

- Renewable & Efficiency Technology Research & Analysis
- District Energy Systems, Energy Storage, Grid Interconnection, Demand Reduction & Microgrid Strategies
- Sustainable Design & Water Conservation Technology
- Other Clean Energy Technology Analysis/Review - Including Emerging & Innovative Technologies

**39**

Companies  
Provisionally  
Awarded



## Service Category 3

### Energy Programs Stakeholder Engagement Services

- Managing Public Stakeholder Processes, Training, & Education
- Stakeholder Engagement, Dialogue Facilitation
- Behavior Modification Measures or Programs
- Public Hearings, Outreach, Facilitation, Education
- Social Networking
- Facility Systems Training
- Other Training & Stakeholder Outreach

**33**

Companies  
Provisionally  
Awarded

## Service Category 4

### Energy Project Advisory & Consulting Services

- Energy & Water Audits, Energy Master Planning, Waste Water Planning
- ZNE Analysis
- Energy Modeling
- ECM Specifications & Scopes Of Work
- Energy Project Management Support
- Performance Contracting Oversight & Advisory Services
- Training Oversight
- Sub-consultant Services For Energy/Water Diagnostic Testing

**47**

Companies  
Provisionally  
Awarded

### Existing Building Commissioning (EBCx)

- Energy Audits & EBCx Investigations
- Current Facility Requirements (CFR) Documents
- Energy Management Systems (EMS) Evaluation
- ECMs: Low Cost & Low Capital Options
- EBCx Implementation Oversight
- Continuous Commissioning
- Sub-consultant Services For Diagnostic Testing

**39**

Companies  
Provisionally  
Awarded

## Service Category 6

### Facility Maintenance and Operations Advisory Services

- Facility Maintenance & Operations Advisory Services
- Facility Condition Assessment
- Facilities Training Programs
- Facility Operations & Management Process Improvement
- Staffing Research & Analysis
- Sub-consultant Services For Diagnostic Testing

22

Companies  
Provisionally  
Awarded

### High Performance Buildings Advisory Services

- LEED Certification Advisory Services
- Sustainable Design Research & Project Support for:
  - Passivehaus, ZeroNetEnergy, Living Building Challenge, etc.
- Document Production
- Training Support for LEED, High Performance Building Operations, Sustainable Design, and Resiliency Programs & Projects
- Resiliency Advisory Services

**31**

Companies  
Provisionally  
Awarded



## PRF62 Next Steps



# LBE Updates

# Statewide Vehicle Contract (VEH98)

- Over 500 light-duty vehicles including passenger cars, SUVs, Vans & Pickups
- Currently: Ford, Chrysler, Chevrolet, Honda, Nissan (Toyota & Hyundai coming soon)
- More options for alternative fuels, battery electric and highly efficient gasoline vehicles
  - 6+ PHEV/BEV options
  - Small pickups
  - Hybrid Upfits for cargo & pass vans



## Contract User Guide:

(<http://www.mass.gov/anf/docs/osd/uguide/veh98.pdf>)

# Solar Canopy Feasibility Studies



- LBE working w/ ICF, Inc. to study the feasibility of solar canopies on parking lots at 22 state facilities, including Higher Ed (9), Tewksbury Hospital ,and DCR (12)
- Three Phases:
  - ✓ Task 1 Complete (fatal flaw – 18/22 sites progressed )
  - ✓ Task 2 – Complete (interconnection & net metering)
  - ✓ Task 3 – Complete (cost & generation estimate)

## Current Timeline

- December 18: Hosted webinar for site contacts
- January 22: Final report due
- February: One on one meetings w/sites
- March: Recommendations to EEA

**ICF**  
INTERNATIONAL®

# LBE Tracking

As of January 1, 2016:  
22 Agencies and Campuses submitted Tracking Forms – THANK YOU!

Berkshire Community College

Massasoit Community College

Bridgewater State University

MassBay Community College

Bristol Community College

Mt. Wachusett Community College

Bunker Hill Community College

North Shore Community College

Department of Fire Services

Quinsigamond Community College

Fitchburg State University

Soldier's Home Holyoke

Framingham State University

Springfield Tech. Community College

Greenfield Community College

Trial Court

Mass. Maritime Academy

UMass Dartmouth

Mass. Port Authority

UMass Lowell

Mass. Water Resources Authority

UMass Medical School

*Creating a Clean, Affordable and Resilient Energy Future for the Commonwealth*

# Solar Canopy Grant Program

Grant opportunity for solar PV at parking lots, garage roofs, and pedestrian walkways on state owned land

- ❖ \$0.75/ watt up to \$600,000 per project for systems owned & operated by the Commonwealth
- ❖ \$0.50/ watt up to \$500,000 per project for systems owned by a third party



# Solar Canopy Grant Status

## Grants Awarded

**Total: \$1,023,890**

- UMass Amherst Visitor Center (292kW)
- DCR Walden Pond (105.84kW)
- Roxbury Comm. College Parking Lot (937kW)
- Feasibility Studies at 22 sites

## Grants Under Review

**Total: \$396,360**

- MWRA Deer Island (491.4kW)
- UMass Lowell South Parking Lot (200.88kW)

## Additional Grants

**Potential Total:  
\$1,010,500**

- UMass Amherst (4MW)
- MBTA Wonderland (238kW)
- MassDOT Worcester (544kW)

***Remaining  
Funds in Grant  
Opportunity:  
\$69,250***



# Renewable Thermal Grant Program

*Grant opportunity for renewable thermal feasibility studies and technology implementation (PON-ENE-2015-017 & PON-ENE-2015-018) **expired December 31, 2015***

## Pending Applications:

- DCR:
  - \$110K for Biomass at Blue Hills
  - \$338K for Biomass & ASHP at 4 sites (Leo J. Martin, Scusset Beach Garage, Halibut Point & Myles Standish)
- MassDOT
  - \$15K for geothermal feasibility study
  - \$500K for ASHP/GSHP
- Mass College of Liberal Arts (MCLA)
  - \$300K for combined heat & power (CHP)



**Revised PON to be released soon**



# EEMS/Building Energy Intelligence Updates

- In final steps of procurement process – vendor award likely in January, 2016
- DCAMM leading next-phase, with DOER as partner
- Reviewing final information and conducting final evaluation

# MAFMA University: Training Updates & Survey

- MAFMA Training Committee working to update training & certifications programs
- [Training needs survey](#) open until Jan. 29
- Potential new certifications:
  - Facility Safety
  - Facility Systems
  - Facility Project Management
- New training programs expected to begin this fall



# Upcoming Events

- **RecycleMania 2016:**
  - Registration: Profile Info. Survey Deadline 1/22
  - Tournament: Preseason starts 1/24, Week 1 starts 2/7
- **MassDEP Solid Waste Advisory Committee**
  - 2/4 in Boston or by webinar from 1:00-3:00pm
- **OSD MassBUYS Expo 2016**
  - 4/28 in Foxborough from 8:00am-4:00pm
- **Earth Day is 101 days away!**
  - Friday 4/22, have you started planning?

# Roxbury Community College Energy Project